Chapter 16 - Section A "Due Diligence"

Due diligence is performed in case of corporate restructuring to check whether it is advisable to acquire, merge, invest etc.

Area in which due diligence can take place

- Commercial/Operational due diligence
- 2. Financial Due Diligence
- 3. Tax Due diligence
- 4. Information Systems due diligence
- 5. Legal due diligence
- 6. Environmental due diligence
- 7. Personnel due diligence

Aspects to be covered in Financial Due diligence

- 1. Studying the Business History
- 2. Significant Accounting Policies
- 3. Examining Profit and Loss Account
- 4. Examining Net worth
- 5. Payment of Taxes
- 6. Studying the Economic environment
- 7. Evaluation of Cash Flow
- 8. Examine Financial Projections
- 9. Evaluate Human Resources
- 10. Examine Statutory Compliance

Work Approach to Due Diligence

- 1. Reviewing & reporting on the financials submitted by the target company.
- 2. Assessing the business by a site visit (if applicable).
- 3. Working through due diligence process with the acquisitioning company or investor by defining the key areas.
- 4. Prepare an offer based on completion of due diligence.

Conducting Due Diligence

Pre-Due Diligence Period

- Discussion with client to gain understanding.
- Assessment of most appropriate scope of work.
- Centralized coordination of project team.
- Preparation of due diligence request list.

2 Diligence Process & Negotiation Process

- Working Off-site or on-site.
- Flexible approach even after project kick-off.
- Q & A Process with management.
- · Report drafting.
- Support for preparation of negotiation terms.
- · Regular updates with the client.

Closing and Post Closing process

- Preparation of review of closing documents prepared by the Target.
- Review of other post-closing transactions review.
- Involvement of Price adjustment procedures using the findings of due diligence.

Contents of due diligence Report

- 1. Executive summary.
- 2. Introduction.
- 3. Objective of due diligence.
- 4. Terms of reference.
- 5. Brief history of the company.
- 6. Summary on capital structure & group structure of company.
- 7. Shareholding pattern.
- 8. Observations on the review.
- 9. Assessment of Mngt. structure.
- Assessment of financial liabilities.
- 11. Assessment of valuation of assets.
- 12. Assessment of operating results.
- 13. Assessment of tax & other liabilities.
- 14. Assessment of possible liabilities on account of litigation.
- 15. Assessment of net worth.
- 16. Any liabilities not provided for in the books.
- 17. SWOT analysis on future projections.
- 18. Status on charges, liens, mortgages and assets of the company.
- 19. Ways & means to cover unforeseen contingent liabilities.
- 20. Aspects to be taken care of before/after merger.
- 21. Interlocking investments and financial obligations with group companies.

Areas of Hidden Liabilities

- 1. SCN, which have not matured into demands.
- 2. Contingent liabilities not shown in books.
- 3. Product & warranty liabilities, product returns, discounts, etc.
- 4. Tax liabilities
- 5. Pending Tax assessment.
- 6. Agreement to buy back shares at a stated price.
- 7. Future lease liabilities.
- 8. Claims against the company.
- 9. Unfunded retirement benefit of employees.

Areas of Overvalued Assets

- . Uncollectable receivables.
- 2. Obsolete, slow and non-moving inventories.
- 3. Obsolete and unused plant and machinery and their spares.
- 4. Assets shown in books above market value.
- 5. Assets under litigation.
- 6. Investment shown at cost whose M.V. is much lower.
- 7. Investment carrying very low rate of return.
- 8. Intangibles of no value.

Section B "Investigation"

MEANING OF INVESTIGATION

Systematic, critical and special examination of records of a business for a specific purpose

STEPS IN INVESTIGATION

- Determination of Objective & establishment of Scope
- 2. Drawing up Investigation Programme.
- 3. Collection of Evidences.
- 4. Analysis & Interpretation of finding.
- 5. Reporting of Findings.

Considerations while preparing Report

- 1. The report should not contain anything which is not relevant.
- 2. Expressions used should be properly considered to avoid any ambiguity.
- 3. Relevant facts and conclusions should be properly linked.
- 4. Bases and assumptions made should be explicitly stated.
- 5. Nature & objective of the assignment should be clearly mentioned.
- 6. Report should be made in paragraph with headings for the paragraphs.
- 7. Restrictions or limitations, imposed if any should be specified.
- 8. Opinion should appear in the final paragraph of the report.

SPECIAL ISSUES IN INVESTIGATION

1. Extent of Investigation

- Depends on circumstances.
- It may be 100% verification or selective.
- If selective, use statistical sampling.

2. Reliance on Audited F.S.

- Depends on circumstances.
- No reliance if investigation carried out because of doubt in audited accounts.
- Otherwise, investigator is entitled to rely on audited accounts.

3. Assistance of Expert

· Obtain consent of the client.

4. Investigation out of disputes

- Be alert for prejudiced information.
- Keep in mind interest of all parties.
- Exercise best of skills

5. Basis of Opinion

- Opinion should be confined to established facts only.
- If the facts are not capable of being properly established, express qualify opinion.

6. Futuristic Statements

- Assumption may be taken as to continuity of established trends.
- But no projection should be made for trends in future

7. Retention of Working Papers

- Retain all working papers.
- Papers give evidence in court to support the report.

Types of Investigation

Statutory

As an inspector under the provisions of Companies Act, 2013.

- Investigation into the affairs of a company and
- 2. Investigation of ownership of a company.

Non-Statutory

- Investigation on behalf of an incoming partner.
- Investigation for valuation of shares in private companies.
- Investigation on behalf of bank proposing to advance loan to a company.
- Investigation of frauds.
- Investigation on behalf of a person proposing to buy a business.

Scope and Extent of Investigation Under Companies Act, 2013

- When a CA is appointed to carry out an investigation u/s 210, 213 or 216 of Companies Act, 2013, the scope and extent of enquiry, the objective of the investigation and other matters asked for investigation are specified in the order of investigation issued by the appointing authority.
- On the basis of terms of investigation, the investigating accountant should determine the areas of accounts to be investigated and the extent to which the enquiry is to be made.

General Approach for Investigation u/s 210 & 213

Investigation under Sections 210 and 213 do not call for any special approach. The general approach for investigations should, therefore, be formulated having regard to the terms of reference, scope, period, programme and procedure of the investigation & legal requirements and will comprises of:

- 1. Clarity of Terms of Reference
- 2. Determination of scope of Investigation
- 3. Determination of period for investigation
- 4. Framing of Programme
- 5. Using the work of Experts
- 6. Ensure compliance of Legal requirements and issue of investigation Report

INVESTIGATION UNDER COMPANIES ACT 2013

Investigation into affairs of company -Sec. 210

Investigation into affairs of company by SFIO - Sec. 212

Investigation into affairs in other cases - Sec. 213

Tribunal may on application of

Investigation into Ownership of company - Sec. 216

may -- Order an investigation into affairs of the company On receipt of a report of Registrar/Inspector u/s 208 On intimation of a Special resolution passed by company in this regard Or In public interest. shall Order an investigation into affairs of a company Where an order is passed by a Court or Tribunal in this regard CG Appoint one or more may persons as inspectors who report to CG in manner as directed by CG.

CG may, by order assign investigation into affairs of a company to **SFIO** (Serious Fraud Investigation Office) On receipt of a report of Registrar/Inspector u/s 208 On intimation of a Special resolution passed by company in this regard In public interest On request from any Department of CG/SG Director. may designate such **SFIO** number of inspectors as he considers necessary for investigation. **SFIO** Shall conduct the investigation In prescribed manner And submit its report to CG within period specified in order

Specified number of Any Other Members person If satisfied that: >100 Members Company having Share Capital Business Members company is being holding > conducted with 1/10th of Total intent to defraud Voting Power Promoters / Mngt. quilty of / having no Share Capital beina fraud misconduct 1/5th of towards the Total company Or Members Members not provided being required with information

After giving a reasonable opportunity of being heard to concerned parties

Order for the investigation into affairs of the company

By an inspector appointed by CG.

CG may appoint one or more Inspectors

To investigate and report

For purpose of determining the true persons

Who are or have been financially interested in the success or failure of the company

Who are or have been able to control or materially influence the policy of the company

who have or had beneficial interest in shares of a company or who are or have been beneficial owners or significant beneficial owners of a company.

CG may define the scope of investigation w.r.t. matters/period /particular shares or debentures

Powers of Inspector extended to investigation of any circumstances suggesting the existence of any arrangement which is relevant for investigation.

POWERS OF INSPECTORS & REPORT OF INSPECTOR ON INVESTIGATION UNDER COMPANIES ACT 2013

Procedures, Powers etc. of Inspectors - Sec. 217

Production of documents

- Officers, Employees and agents of the company should produce all book and papers and provide necessary assistance.
- With the previous approval of CG, inspector may require information of any other body corporate.
- Inspector may detain the books for 180 days.

Examine on Oath

- Officers, employees and agents of company or related companies on oath.
- Previous approval is required to examine any other person.

Civil Court

o

Powers (

- Discovery & production of books & other documents at such place & time as specified.
- Summoning and enforcing attendance of person and examine them on oath.
- Inspection of any books, registers & other documents at any place.

Investigation into affairs of related companies - Sec. 219

With the prior approval of CG,

inspector may also investigate the affairs of following:

 any body corporate which is/has at relevant time been the subsidiary or holding or another subsidiary of same holding of company under investigation.

or

 Any body corporate which is/has at relevant time been managed by any person as MD or Manager who is the MD or Manager of company under investigation.

or

 Any body corporate whose BOD comprises nominees of company under investigation.

or

 Managing Director, Manager or employee of company under investigation. Seizure of documents - Sec. 220

If Inspector has reasonable grounds

That books & papers of company / other body corporate/MD/Manager

are likely to destroyed

the inspector may

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enter into places where these books are kept with required assistance

And

Seize the books and papers after allowing the company to take copies of such books.

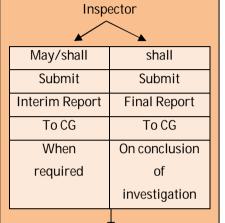


Such books and papers may be kept by inspector

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for such period not later than the conclusion of the investigation.

Inspector's Report - Sec. 223



Report shall be in writing or printed as CG may direct.

Report may be obtained by making an application to CG

The report shall be authenticated

by seal of the company whose affairs have been investigated

or

by certificate of a public officer

Non-Statutory Investigations

Investigation on behalf of incoming partner

(a) Ascertaining the **history of the firm** since inception and growth of the firm.

- (b) Studies of the provisions of the **Deed of Partnership**, particularly for composition of partners, their capital contribution, drawing rights, retirement benefits, job allocation, etc.
- (c) Scrutiny of the **record of profitability** of the firm's business over a suitable number of years
- (d) Examination of the asset and liability position to determine the tangible asset, investment, appraisal of the value of intangibles like goodwill, know-how, patents, etc. including contingent liabilities and those for pending tax assessment.
- (e) Assess **position of order at hand** and the range and quality of clientele should be thoroughly examined under which the firm is presently operating.
- (f) Scrutinize terms of loan finance to assess its usefulness and the implication for the overall financial position.
- (g) Study important contractual and legal obligations. It may be the case that the firm has standing agreement with the employees as regards salary and wages, bonus, gratuity and other incidental benefits.
- (h) Study the composition and quality of key personnel employed by the firm and any likelihood of their leaving the organisation.
- (i) Ascertain reasons for the offer of admission to a new partner and it should be determined whether the same synchronizes with the retirement of any senior partner whose association may have had considerable impact having on the firm's successes.
- (j) Appraisal of the record of capital employed and the rate of returns. It is necessary to have a comparison with alternative business avenues for investments.
- (k) Ascertain manner of computation of goodwill on admission as also on retirement, if any.
- (I) Examine whether any **special clause** exist in the Deed of Partnership to allow admission in future a new partner.

Investigation on behalf of Bank for advances

1 Collection of Information

Investigator is required to collect the information w.r.t.

- Purpose for which the loan is required
- Manner in which the borrower proposed to invest the amount of the loan.
- Schedule of repayment of loan submitted by the borrower, particularly, the assumptions made therein as regards amounts of profits that will be earned in cash and the amount of cash that would be available for the repayment of loan to confirm that they are reasonable and valid in the circumstances of the case.
- **Financial standing** and **reputation** for business integrity enjoyed by the directors and officers of the company.
- Authorisation under Memorandum or the Articles of Association to borrow money for the purpose for which the loan will be used.
- **History of growth and development** of the company and its performance during the past five years.

2 Examination of F.S.

Examination of financial statement involves:

- Preparation of a condensed income statement
- Computation of Relevant Ratios
- Break-up of annual sales
- · Schedule of assets and liabilities

Investigation of Frauds

TYPES OF FRAUDS

1 Fraud for personal Gain

• Bribery

2 Corporate Frauds/Irregularities

- Advance Billing
- Shell/ Dummy Company Schemes
- Money Laundering Activities

3 Fraud at Operational Level Employees

- Tampering of Cheques/Drafts/On-line payments/ receipts
- Off Book Frauds
- Cash Misappropriation
- Teeming and Lading
- Fraudulent Disbursements
- Expense Reimbursement Schemes
- Payroll Fraud
- Commission Schemes

Investigation of Frauds

	Ways of Committing Frauds	Means of Investigation	
Cash receipts	 (i) Issuing a receipt for full amount collected, entering lesser amount on counterfoil. (ii) Showing a larger cash discount than actually allowed. (iii) Adjusting a fictitious credit in the account of a customer for goods returned. (iv) Cash sales entered as credit sales with debit to customer. (v) Writing off a good debt as bad & irrecoverable to cover up misappropriation of amount collected. (vi) Short-debiting customer's ledger account and withdrawing the difference on collection of full amount. (vii) Under-casting the receipts side of cash book. (viii) Over-casting the payment side of the cash book. 	 (i) Ascertain nature of duties of person who is suspected to have committed a fraud. (ii) Examine line of responsibility among the various members of the staff. (iii) Income received from different sources should be scrutinized. (iv) Carbon copies of receipts marked 'duplicate' should be scrutinized. (v) Examining record of small or negligible sources of income such as sales of scrap or sale of waste paper. (vi) Review of recoveries from customers and sundry parties along with deductions on account of cash discounts. (vii) Examine that receipts are serially numbered and all receipts have been accounted for. (viii) In case of cancelled receipt, its original copy should be examined and verified. (ix) Enquiries should be made for unreasonable cash discount. 	
Cash Payments	 (i) Making double payment of an invoice or paying a false invoice. (ii) Paying personal expenses out of the business by falsifying details. (iii) Withdrawing unclaimed credit balances of customers. (iv) Falsely adjusting a refund in the account of a customer and withdrawing the credit balance. (v) Wrong totalling of the wage sheets and misappropriating the excess amount withdrawn from the bank for payment of wages. 	 (i) Ensure that all payments are properly authorized by competent authority. (ii) Acknowledgement by parties for payments has to be carefully scrutinized. (iii) Payment by bearer cheques requires careful examination. (iv) Payment as regards wages should be examined for possible over totalling of wage sheets and entries regarding dummy workmen. (v) Payment for goods purchased should be reviewed so as to confirm that no payment has been made in respect of supplies which have not been received. 	
Suppliers Ledger	 (i) Adjusting fictitious invoices as purchases in the accounts of suppliers and subsequently misappropriating the amounts when payments are made. (ii) Suppressing the Credit Notes issued by suppliers and withdrawing the corresponding amounts not claimed by them. (iii) Withdrawing amounts unclaimed by suppliers, for one reason or another by showing that the same have been paid to them. (iv) Accepting purchase invoices at prices considerably higher than their market prices and collecting the excess amount, paid in cash, from the suppliers. 	 (i) The Bought Journal should be vouched by reference of Goods Inward Book. (ii) Amounts have been correctly credited in respect of goods duly received or not. (iii) Request the supplier to furnish statements of their accounts to find out whether or not any balance is outstanding or due and (iv) Confirm that allowances and rebates given by them is correctly adjusted. 	
Customers Ledger	 (i) Teeming and Lading. (ii) Misappropriating the amount collected from a customer and subsequently adjusting his account by crediting the amount on account of allowance or a rebate for excess price charged. (iii) Crediting the amount received from a customer to the account of another customer and subsequently withdrawing the amount wrongly credited. 	 (i) Trace the entries in order book with the corresponding record in sales day book. (ii) Examine customer's account to ensure that they have been properly debited at appropriate amount. (iii) The amounts written off as bad debts should be carefully examined. (iv) Any unusual discounts given to them should be thoroughly enquired into and written representation should be obtained from appropriate authority in this connection. (v) Attention should be given to the teeming and leading frauds in such accounts. (vi) Balance confirmation from customers should be obtained. 	
Stock	 (i) Employees may simply remove goods from the premises. (ii) Theft of goods may be concealed by writing them off as damaged goods, etc. (iii) Stock records may be manipulated by employees who have committed theft so that book quantities tally with the actual quantities of stocks in hand. 	 (i) Physically check the quantities in stock and those shown by the stock book. (ii) Cross checking of good inward and outward registers along with the purchases and sales day book. (iii) Use of expert advice wherever required. 	

Section C - "Forensic Audit (New Syllabus Only)"

Concept of Forensic Accounting and Audit

- 'Forensic' means' suitable for use in a court of law'.
- Forensic accounting can be described as a specialized field of accountancy which investigates fraud and analyse financial information to be used in legal proceedings. Forensic accounting uses accounting, auditing, and investigative skills to conduct investigations into theft and fraud. It encompasses both Litigation Support and Investigative Accounting.
- Forensic audit can be defined as an examination of evidence regarding an assertion to determine its correspondence to established criteria carried out in a manner suitable to the court.
- Forensic accounting does involve elaborate inquiry and investigation into the transactional typicality of the connected issues and events, the job of forensic audit is to provide a double check on the consistency issues, questions that the counsel may ask in the context of arguing in courts.

Forensic Accounting and Auditing Framework

Accounting Auditing & Assurance Investigation

- Looking beyond Numbers while examining Financial Reporting and Business Information Systems.
- Compliance of GAAPs and IFRS/ Regional Standards.
- Reframing of Accounts Based on Legality and GAAPs.

- Risk Assessment and Analytical Procedures.
- Designing and Performing Extended Audit Procedures
- Compliance of Standards of Auditing, where applicable.
- Introspective & Skeptical Mindset for Reviewing Transactions and Deals.

- claim, or jury award by reducing the financial component as an area of continuing debate
 - 2. To avoid fraud and theft
 - 3. To restore the downgraded public confidence

Objectives of Forensic Accounting & Audit

To use the forensic accountant's

conclusions to facilitate a settlement.

- 4. To formulate and establish a comprehensive corporate governance policy
- 5. To create a positive work environment

Fixation of Direction of Investigation on

Realistic Basis.

- Gathering Evidences and clues through Scientific and Latest Investigation Techniques.
- Analysis of Psychological Behaviour of Human.
- Evidence
 Documentation for Legal Proceedings.

Litigation Consultancy- Jointly working with Lawyers and Clients engaged in litigation to provide expert advice regarding evidence and strategic proceedings.

- Computer Forensic- Providing assistance in Electronic Data Recovery and Retrieval.
- Expert Witness- Providing Evidence and Preparation of Formal Reports for filing in the Court of Law.

Forensic Audit vs. Financial Audit

Basis	Forensic Audit	Financial Audit
Meaning	Examination of evidence regarding an assertion to determine its correspondence to established criteria carried out in a manner suitable to the court.	Examination of Financial Information so as to express an opinion on true and fair view of state of affairs and financial results.
Objective	To determine whether fraud has taken place.	To express an opinion on true and fair view.
Frequency	No specific period.	Generally carried out for a financial year.
Techniques	Investigative and substantive	Risk based with the help of compliance & substantive procedures.
Extent	In-depth checking.	Test Checking based
Verification of Asset and liabilities	Verification of suspected / selected items is done where misappropriation is suspected.	All assets and liabilities are verified with the help of audit procedures or mngt. certificate/representa-tion.

Forensic Audit (New Syllabus Only)

Areas of Forensic Audit

Fraud Detection

Area of Fraud detection comprises of:

- Investigating and analyzing financial evidence.
- Detecting financial frauds
- Tracing misappropriated funds.

Fraud Prevention

Area of fraud prevention comprises of:

- Reviewing internal controls to verify their adequacy
- Providing consultation in the development implementation of an internal control framework aligned to an organization's risk profile

Computer Forensics

Area of Computer forensics comprises of developing computerized applications to assist in the recovery, analysis and presentation of financial evidence.

Expert Testimony

of Expert Area testimony comprises of

- Assisting in legal proceedings,
- Testifying in court as an expert witness
- Preparing visual aids to support trial evidence.

Process of Forensic Audit

Step 1 - Initialisation

Step 2 - Planning the audit

Step 3 - Collection of Evidences

Step 4 - Performing Analysis

Step 5 - Reporting

Step 6 - Court Proceedings

Forensic Audit Reports

Factors to be considered

- Nature of subject or aspect examined.
- Persons for whom the report is intended.
- Purpose for which the report is prepared
- Management attitude, directives and needs.
- Approach and calibre of Forensic auditor.
- and persons for whom report is prepared.

- Nature of business of the entity.

- Extent of details required by management

Techniques of Forensic Audit

Benchmarking	Comparing one financial period with another or the performance of one cost		
	centre, or business unit, with another, overall business performance with its		
	standards defined.		
Analytical	Trend Analysis and Ratio Analysis may be used to identify any abnormal		
Tools	trends and changes.		
Digital	Digital investigations are complex techniques and require support from		
Techniques	trained digital investigators. Digital techniques comprise of close scrutiny of		
	relevant emails, accounting records, phone logs etc. Before applying digital		
	techniques like obtaining data from email etc. the forensic auditor should		
	take appropriate legal advice so that it doesn't amount to invasion of		
	privacy.		
CAATs	CAATs known as Computer-assisted audit techniques are computer		
	programs that the auditors use as part of the audit procedures to process		
	data of audit significance contained in a client's information systems,		
	without depending on him.		
System analysis	To examine the systems in place and identifying any weaknesses that could		
	be opportunities for the fraudsters.		
Common	Common Software Tools like spreadsheets (MS Excel), RDBMS (MS Access)		
Software Tool	and Report writers (Crystal reports) are widely accepted due to their instant		
	availability and lower costs.		
Data Mining	It is a set of assisted techniques designed to automatically mine large		
Techniques	volumes of data for new, hidden or unexpected information or patterns.		

Contents of Forensic Audit Report

- 1. Title of the Report
- 2. Executive Summary
- 3. Background of Engagement
 - Origin
 - Objectives of Engagement
 - Proposed Outputs of the Assignment
 - Implementation Approaches

4. Analysis of the Risks Involved

- Internal Environment Risks
- **External Environment Risks**
- Political and Legal Scenario
- Risks from Customers, Suppliers and Competitors etc.
- Process Business and Resources Human Management
- Market, Operational and Technological Risks
- Others
- 5. Evidence of Risk Events
- 6. Analysis and Findings
- 7. Audit Recommendations
 - Logical Framework Approach
 - Preconditions and Risks

8. Implementation Recommendations

- **Budget Considerations**
- Stakeholders to be Engaged
- **List of Annexures**

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